

ABOUT 250 STYLES OF CARS ARE SHOWN

Exhibit at Baltimore "Past
Week Declared Most Brilliant
Seen in State."

FIFTH REGIMENT ARMORY REPRODUCTION OF VENICE

Automobiles as Low as \$385 and
Limousines for \$7,500 Are Seen.
Gorgeous Upholstery Display.

BALTIMORE, Md., January 22.—The
Monumental city has had its auto-
mobile shows—ten to be exact—but the
one which closed here tonight was the
most brilliant and successful in the
history of the motor car in this state.
It was called the "Million Dollar" show
because horseless vehicles of the latest
type, costing that amount of money
were on display before the thousands
of spectators who daily attended the
exhibition.

The show this year was under the
auspices of the Automobile Club of
Maryland and the Baltimore Automobile
Dealers' Association. The 5th
Regiment armory, as in former years,
housed the large exhibit. The display
consisted purely of automobile pleasure
cars and commercial vehicles. There
were no accessories or motor cycles on
display, as in former years.

In all there were about 250 different
types of motor cars, shown by about
fifty exhibitors, with the pleasure cars
in the majority. The interior of the
mammoth armory was transformed into
a realistic reproduction of Venice.
Paintings depicting the gondolas and
the canals of the Italian city were
stretched on either side of the building
and a false ceiling of blue, enameled
with southern sunflowers and thou-
sands of electric lights, making a won-
derful sky effect. The scintillating
rays of these bulbs shining through the
stained glass ceiling created a glowing
atmosphere which produced a sight that alone
was worth the visit to the armory.

Paintings a Decorative Feature.

Covering the walls around the big
gray stone structure and running up
to meet the false ceiling was canvas,
upon which was painted Venice in all
its beauty. The winged lions of St.
Mark's were to be seen on their tall
pedestals in one of the pictures, and
below them, moored to the ancient
gondolas, ever which the poets and
novelists dreamed. Then there were
paintings of the Bridge of Sighs, public
buildings, markets, etc. These
paintings were produced in the Hamil-
ton studios in New York, and were
shown publicly for only the second
time. The original cost was above
\$500. As H. M. Luzzio, secretary of
the Automobile Club of Maryland put
it: "The biggest, most wonderful, most
costly, most beautiful show of any kind
ever held in this city." In every man-
ner the show this year surpassed those
of previous years.

Every booth was handsomely de-
corated with a false old-fashioned Eng-
lish brick wall, with a chimney, on
which the name of the particular make
of machine being shown was painted.
Arranged in an artistic manner about
the booths were ferns and other
greens. The salesmen, in their "glad
rags," were on hand in large numbers,
and took pleasure in explaining the
details and refinements of the new
models on display. Many of the ex-
hibitors displayed stripped chassis,
with motors installed, there prospective
purchasers and car owners were
given an opportunity to study and in-
vestigate the inner workings of a motor
car. Cars as low as \$385 were
shown, with the top-notch figures for
limousines at \$7,500.

Many Electrics Are Shown.

There were four, six, eight and
twelve cylinder cars on display, all of
which received their share of patron-
age and attention during the week.
While the display this year was com-
posed chiefly of gasoline cars, there were
quite a number of electrics shown.

The members of the show com-
mittee, to whom the credit for the suc-
cess of the affair is given, were
H. M. Luzzio, secretary of the Auto-
mobile Club of Maryland; A. Stanley Zell,
E. R. Myers, F. S. Bliven, Thomas G.
Young, Joel G. Nassauer, R. J. W.
Hamill, W. F. Kneip and John N.
Bridges.

One of the record-breaking attend-
ances of the week was Thursday night,
when it was known as "Friday night."
The attendance during the afternoon
and evening was 10,000 people, the
largest in the history of any previous
shows. The visitors in the course of
the day represented not only the social
elements of the city and Washington,
but also various classes of
business and industry. There were also
many people from Philadelphia and
nearby towns.

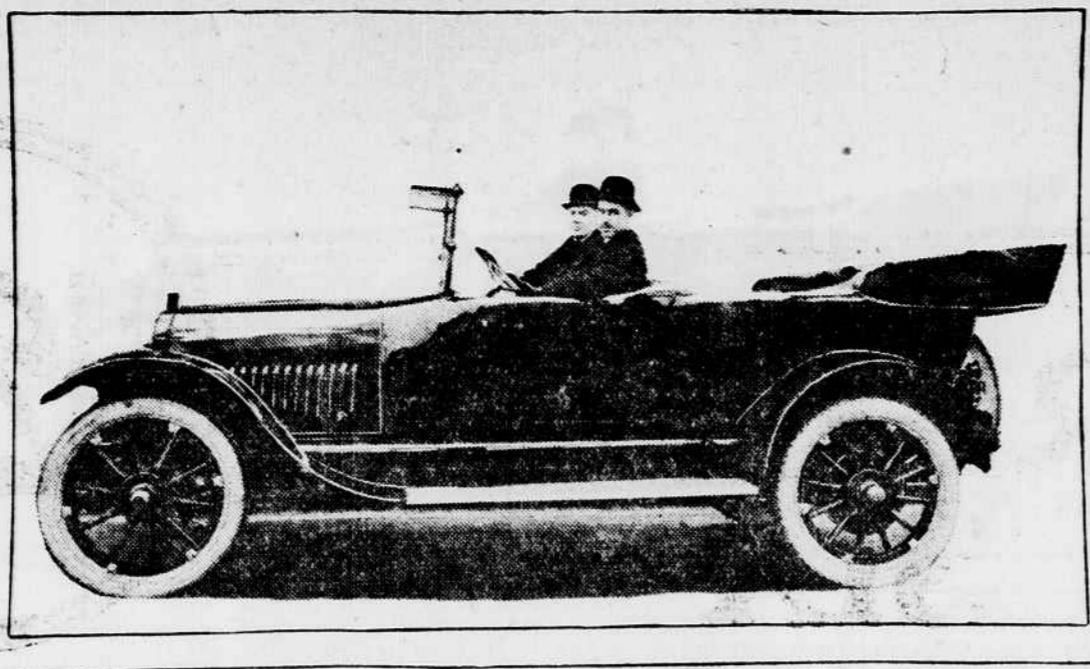
Visitors From Washington.

Among those who were seen at the
show from the National Capital were
Mr. and Mrs. Harry S. Jones, Miss Lu-
cille O'Brien, Mr. and Mrs. William P.
Barnhart, Mr. and Mrs. C. Roy Er-
man, Mr. and Mrs. C. C. Schroter, How-
ard S. Fisk, Mr. and Mrs. Robert U.
Gish, Senator Kilpatrick, Brook Nye,
Stanley H. Horner and Mrs. J. C.
Rogers, P. E. Rowe, Irving J. Henderson,
J. A. MacNeil, J. J. Flynn, S. A.
Lattrell, W. A. Ward, H. B. Leary, Jr.,
Harry Ward, W. E. Elkins, Reed, R. C.
Smith, Mr. and Mrs. C. O. Appleman,
Dr. and Mrs. H. B. Thompson, J. Lattimer,
T. Wiggins, Louis V. Stevenson, Arthur
Foraker, William B. Emerson, James
C. Bruce, H. Bruce Emerson, J. A. Ster-
rett, James Trew, Paul Flynn, Henry
Cunningham, F. S. Bliven, A. S. Zell,
R. A. Israel, L. M. Clumell, Leroy Liv-
ington, Miss M. B. Geis, Frederick L.
Harvescutter, David Mackie and George
Jones.

One of the busiest men at the show
during the week was E. M. Morgan,
secretary of the Automobile Club of
Maryland and manager of the show.
He moved his entire force of the club
headquarters to a private office in
the hall and conducted the affairs of
the club and the show jointly. A number
of new members have been added as
the result of the show. The total mem-
bership of the club to date is 1,230.

The work of the Boy Scouts who vol-
unteered their services during the ex-

NEW CHANDLER SIX MAKES ITS APPEARANCE IN NATIONAL CAPITAL.



CHESTER H. WARRINGTON, DRIVING ONE OF THE LATEST TYPE TOURING CARS FOLLOWING ITS ARRIVAL.
A FEW DAYS AGO. THE CAR IS OF THE SEVEN-PASSENGER TYPE, WITH NEW BODY LINES, WALNUT
PAVELED TUNNEL COWL, EQUIPPED WITH BOSCH HIGH-TENSION MAGNETO, GRAY & DAVIS SEPARATE
UNIT ELECTRIC STARTING AND LIGHTING SYSTEM, MAGNETIC SPEEDOMETER, VACUUM GASOLINE FEED,
FULL FLOATING SILVER, SPIRAL-REVEAL GEAR REAR AXLE AND GASOLINE TANK IN REAR, WHICH ARE
SOME OF THE FEATURES OF THIS NEW MODEL.

hibition was most favorably comen-
tated upon. Glad in their regulation au-
tomobiles, they did soot duty and were
ready every minute to direct visitors
and assist wherever possible.

The members of the show committee
were highly gratified at the result of
the show and were the recipients of
congratulations from not only resi-
dents and business men of the Monu-
mental city, but out-of-town folks as
well.

Committee Appointed in New York
to Further the Cam-
paign.

At the recent meeting of the Na-
tional Automobile Chamber of Com-
merce held in New York city a safety
first committee was appointed by
Charles Clifton, president of the as-
sociation, who named J. Walter Drake
of Detroit as chairman.

The committee will aid the move-
ment to safeguard workers in the ap-
plication of protective devices to dangerous ma-
chinery and co-operate with safety first
organization seeking to reduce the
number of highway accidents.

Education of the public in the ways
to avoid accidents through talks in
public schools and by special articles
will be offered, it is said, as reports of
the New York police department show
that 90 per cent of street accidents are
due to carelessness of pedestrians and
children playing in the street.

Will Support Prosecutions.

A bulletin issued by the chamber states:
"While automobile drivers, as a class,
are the most careful users of the
streets, there are a few reckless owners
and chauffeurs who discredit the rest.
The manufacturers will lend moral sup-
port to severe prosecution of such of-
fenders and against speeding, cut-outs
and useless horn blowing, which
frighten people."

"Contributing to general opinion, speed
and recklessness are not principal
causes of accidents."

"Attempt will be made, however, to
have the ninety-six leading automobile
manufacturing companies embrace in
the N. A. C. C. membership conduct a
campaign of education among pur-
chasers of their cars and trucks. Much
more good will result from friendly
co-operation between city and state
authorities and the automobile inter-
ests than by misrepresentation of the
facts and attempts to place most of
the blame for street accidents upon
the motorist, thereby antagonizing all
users of motor vehicles."

AUTOMOBILE CALENDAR

January 22-29—Montreal, Que., show.
January 23-29—Chicago show.
January 24-29—Portland, Ore., show.
January 24-29—Buffalo, N. Y., show.
January 28-February 5—Columbus,
Ohio, show.

January 29-February 5—Minneapolis,
Minn., show.

February 7-12—Kansas City, Mo.,
show.

February 9-12—Peoria, Ill., show.

February 14-19—Des Moines, Iowa,
show.

February 20-27—Grand Rapids, Mich.,
show.

February 21-26—Louisville, Ky., show.

February 21-26—Omaha, Neb., show.

February 21-26—Syracuse, N. Y.,
show.

February 29-March 4—Fort Dodge,
Iowa, show.

March 4-11—Boston show.

March 21-25—Deadwood, S. D., show.

May 26—New York city, Sheepshead
bay speedway race.

May 26—Indianapolis speedway race.

June 17—Chicago speedway race.

June 28—Des Moines, Iowa, track race.

July 4—Minneapolis speedway race.

July 4—Sioux city speedway race.

July 15—Omaha, Neb., speedway race.

August 5—Tacoma speedway race.

August 18-19—High road race.

September 15—Indianapolis speedway
race.

September 30—New York city Sheeps-
head bay speedway race.

October 14—Chicago speedway race.

Union Garage

621 G St. N.W.

24-Hour Machine Shop
Service.

Tel. Main 8596

The work of the Boy Scouts who vol-
unteered their services during the ex-

Sudden Death of Harry C. Smith.

Regret was expressed in motoring
circles during the past week at the
sudden death of Harry C. Smith, for the
past eight years connected with the
Barttram garage. His death occurred
Monday morning at 11:40 o'clock, after
a brief illness at his home, 1208 G
street northeast. He was in charge of
the Barttram garage, 1204 New Har-
dshir avenue, and has been connected
with J. J. Barttram during his connec-
tion in the electric vehicle business in
Washington. He is survived by his
wife and a two-year-old son.

Wilcox-Trux Deliveries.

A thirteen Wilcox-Trux has been
delivered to the Old Dutch market, a
one-ton truck of the same make, is
the estate of Irene E. Koonin.

MOTOR CHEMICAL ENGINE RUNS ON THREE WHEELS

New Contrivance Is Expected to
Prove Effective as a Fire
Fighter.

One of the latest additions to the au-
tomobile line is the small chemical fire
engine mounted on three wheels, which
is proving valuable in both small and
large fire departments. This contrivance
designed as a 17½ gallon, can act as a
fire engine, a pump-driven apparatus,
and a fire extinguisher. It is said that
the adoption of this small
engine will be made, however, to
have the ninety-six leading automobile
manufacturing companies embrace in
the N. A. C. C. membership conduct a
campaign of education among pur-
chasers of their cars and trucks. Much
more good will result from friendly
co-operation between city and state
authorities and the automobile inter-
ests than by misrepresentation of the
facts and attempts to place most of
the blame for street accidents upon
the motorist, thereby antagonizing all
users of motor vehicles."



Light Four \$1,440 Delivered

No Valves to Grind

It has all the power and flexibility of a
poppet valve six-cylinder motor, but has the
simplicity of the ordinary four-cylinder motor
combined with the wonderful KNIGHT
SLEEVE VALVES, which absolutely eliminate
all valve troubles, such as grinding, adjusting, etc.

A demonstration in this car will convince you
of its wonderful smoothness and power and
ability to operate for many months without adjust-
ments or loss of power.

Let Us Show You

Potomac Motor Car Company

Arthur Foraker, Mgr.

North 2000 4226 Conn. Ave.



Culture's Car

There is a distinct place in
Car-dom which only the
Electric Automobile can fill.
For those who live in town
or suburbs it is the one
logical car.
Because more than mere
utility is imperative. There
is the further requisite of
quality, refinement of that
extra "something" which be-
speaks true culture.
This is realized by those
who own both gas and elec-
tric cars.
Ownership of a Baker,
Rauch & Lang Electric indi-
cates an appreciation of
that exact car service result-
ing from actual automobile
experience.

Ask for a Demonstration
Write or telephone. We will gladly have a
demonstrator at your door at any appointed hour.

BARTRAM Electric Garage Electric
1204 N. H. Ave. N.W.
Tel. West 458.

The Social Necessity

type of chemical automobile it would
increase this percentage considerably.
The size of the machine enables the
driver to drive between buildings, on
sidewalks, through narrow alleys, as
well as on rough country roads and
streets. There is said to be great ad-
vantage in a machine of this type
where colleges, institutions or factories
are located beyond the reach of water
works, or in the suburban sections.

The method of driving this machine
by the third, or rear wheel, is the same
as that adopted by the United States
government in the parcel post duty, and
makes it possible to traverse rougher
roads for the reason that this wheel
is between the regular tracks which
are caused by heavy wagons or trucks
and gives better driving power. A fea-
ture of the car is that the controls and
engine are very nearly the same as the
motor cycle, requiring no expert to run
the machine, as there are motor cycle
drivers in nearly every small village or
town. The machine can be stored in a
small garage, not requiring expense of
building a special engine house.

Chandler Sales Reported.

Joseph Lindbergh has placed an order
for a model 17 Chandler four-passenger
roadster, and Percy E. Bone of Fair-
fax, Va., an order for a seven-passen-
ger touring car of the same make.

OUTPUT FOR AUTOS FOR ONE YEAR 703,527

Number in District of Columbia
Reaches 8,500, or More Than
Are in Ten States.

A total of 703,527 automobiles was
made in the United States during the
year ending June 30 last, according to
the figures compiled by the Automobile
Chamber of Commerce. Their value
was \$22,099,000. Of this number, 27,709
were motor trucks, valued at about
\$72,000,000.

The total number of automobiles now
in use in the United States is over
2,000,000. There are 8,500 in the dis-
trict of Columbia alone, which is more
than are found in ten of the states of
the Union. According to the figures for
registration as of July 1, last year,
these 2,000,000 automobiles are divided

among the different states as follows:
New York, 185,747; Ohio, 152,950; Illi-
nois, 151,832; California, 138,600; Penn-
sylvania, 128,062; Iowa, 117,407; Michi-
gan, 93,653; Minnesota, 82,000; Indiana,
81,298; Massachusetts, 76,188; Texas, 72,
432; Wisconsin, 70,490; Missouri, 67,160;
Nebraska, 60,000; Kansas, 59,185; New
Jersey, 58,179; Washington, 35,000;
Connecticut, 34,199; Maryland, 28,732;
Oklahoma, 25,000; Tennessee, 24,341;
North Dakota, 24,000; South Dakota,
22,700; Georgia, 22,150; Colorado, 21,
688; Oregon, 20,419; Virginia, 17,709;
Maine, 16,865; North Carolina, 16,316;
South Carolina, 16,000; Rhode Island,
15,000; Kentucky, 14,320; Florida, 12,
097; West Virginia, 12,000; Alabama,
11,600; Montana, 11,000; New Hamp-
shire, 10,422; Vermont, 9,489; District
of Columbia, 8,500; Mississippi, 8,000;
Arkansas, 7,200; Utah, 6,615; Idaho,
6,228; Arizona, 5,426; Delaware, 4,155;
Louisiana, 4,000; New Mexico, 3,635;
Wyoming, 2,262; Nevada, 1,190.
The horsepower of motor cars varies
from about 20 to 120 horsepower. The
average is difficult to determine, but
the car recognized as the best seller
has a horsepower of about 20. This
multiplied by 2,000,000—the output for
the last fiscal year—would indicate
something in the neighborhood of the
possible annual revenue, at 50 cents
per horsepower, the tax on the force
that moves the machine proposed by
Secretary McAdoo on the car before it
leaves the factory.



STRENGTH AND SAFETY

G & J

"Chain Tread" Tires

Jones-Kessler

Rubber Tire Co., Inc.

Jobbers
605 E. St. N.W.
Tel. Main 1041

A Ford and \$350

gives you the

Smith Form-a-Truck ONE-TON TRUCK

(Guaranteed to haul 1½ tons)

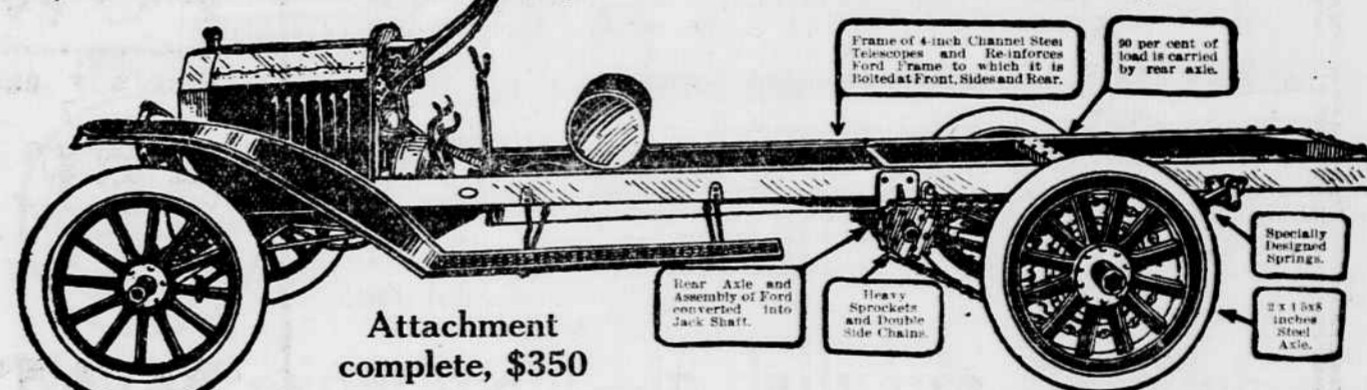
at half the price

New or old Ford—nothing complicated—not a
makeshift but a real one-ton truck—quickly
attached—comes complete

Cheapest hauling cost in the world

50,000 trucks for 1916

Immediate delivery



Not an experiment—in daily use everywhere —over \$3,000,000 Smith Form-a-Trucks sold

Why pay \$1500 for a motor truck

The average price of a One-Ton Stand-
ard Motor Truck is \$1500. It is no
longer necessary to pay such a price
because the Smith Form-a-Truck gives
you all the service that any One-Ton
Truck will give you and in addition
guarantees a 50% overload—at half
the price, completely equipped.

Get this—we furnish you everything
—no other parts required than a Smith
Form-a-Truck Attachment—slips on
to any Ford new or old like a drawer
into a desk—no skilled workmanship
required—any two men in three hours
can complete the job.

Old Fords as well as new

Think of the money you can save by
converting an old or a new Ford into
our economical, low-cost-of-upkeep,
durable One-Ton Truck—with Truck
Wheels, solid Rear Tires, Chain Drive
125-inch Wheelbase, accommodates
9-foot roomy body—Special Axle and

Wanted—exclusive dealers

This big money-making opportunity is
within your easy reach—Smith Form-a-
Trucks are selling like wildfire. Don't
let some one else get the exclusive
agency for your territory while you are
hesitating and considering the matter.
We do not want to rush you—all we
ask is quick investigation. The Smith
Form-a-Truck will be extensively
advertised—all inquiries will be referred
to you as our exclusive agent. We are
now building 50,000 jobs and guarantee
prompt deliveries.
Come and see us—send a postal—write,
wire or phone—get this fastest selling,
easy money-making proposition. If
you're a live dealer, you'll come to
Chicago at once.

Springs—and the wonderful time-
tested Ford Rear Axle becomes the
jackshaft without a single change or an
additional penny of expense.

Does work of four teams at half the cost

You know the value of horses is con-
stantly increasing on account of the
European demand—you know the
price of horse feed is soaring upwards
—it's expensive to feed and take care of
horses. You know too, that the famous
Ford Engine is the most economical
user of gasoline in the world.

And now comes the wonderful Smith
Form-a-Truck—guaranteed One-Ton
hauling capacity and will easily handle
1½ tons, giving you the economy of
the Ford Engine—PLUS the economy
of a rear end One-Ton construction
that will practically never wear out—
and always a low cost of upkeep per
service mile. The standard Ford
mechanism remains unchanged.

Mechanically correct

The Smith Form-a-Truck is a guaran-
teed One-Ton Truck and is so designed
that practically 90% of the load is car-
ried by the rear axle—a mechanically
correct construction that any Engineer
will endorse.

Another big advantage of changing a
Ford into a One-Ton Truck under the
Smith Form-a-Truck System is that
it is not necessary for you to learn how
to operate a truck—you drive it just the
same as you drive your Ford Pleasure
Car—no change in the gear shift.

Speed and wonderful economy

You can get easily 15 to 20 miles per hour
under full load—and in many instances this
has been accomplished under 100% overload.
In city traffic your Smith Form-a-Truck can be
maneuvered with the same ease of control as

a Ford Pleasure Car—and you will always
have at your finger tips more power than you
will ever require.

Carrying a full capacity load the Smith Form-
a-Truck can be expected to give 12 to 20 miles
per gallon of gasoline, depending upon
the type of body, load and traffic conditions. Truly
marvellous are the established records of fuel
economy of the Smith Form-a-Truck—absol-
utely proving that we are offering to you the
cheapest transportation in the whole world.

Put it up to us

Don't decide now—but in justice to yourself at
least investigate. Tell us what you are up
against—and our Transportation Engineering
Department will give you valuable information
and common sense advice—without any obli-
gation on your part.

A wise philosophy once said, "Dollars saved
are dollars earned"—and if your hauling is
costing you too much every working day you
want to know it—don't you?

So put it up to us—the coupon below is for
your convenience—sign and send it today—
and by return mail you will receive our illus-
trated descriptive folder, "It Solves the Delivery
Problem"—containing full detailed
specifications and other information you want
to know.

Send your coupon—Wire, write or phone.

Smith Form-a-Truck Co.
964 Adams Express Building
115 S. Dearborn St., Chicago, Ill.

Cut this out—mail today

Smith Form-a-Truck Co.,
964 Adams Express Bldg.,
115 S. Dearborn St., Chicago, Ill.

Gentlemen:—If you can prove to me that your
Smith Form-a-Truck is the cheapest trans-
portation in the world, I'm interested, so send
me quick your, "It Solves the Delivery Prob-
lem." My business is..... I can
use..... trucks. No obligation on my part.

Name.....
Address.....
I suggest as a good dealer.....
of.....